

Message Text

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PAGE 01 YAOUND 03357 021352Z
ACTION XMB-04

INFO OCT-01 AF-10 ISO-00 L-03 EB-08 COME-00 TRSE-00
DOTE-00 OMB-01 CIAE-00 INR-07 NSAE-00 INRE-00
SSO-00 /034 W
-----044019 021402Z /44
O 021110Z AUG 77
FM AMEMBASSY YAOUNDE
TO SECSTATE WASHDC IMMEDIATE 2742

LIMITED OFFICIAL USE YAOUNDE 3357

DEPT PASS EXIM

E.O. 11652: NA
TAGS: EFIN, CM
SUBJ: EXIM SUPPORT FOR 727-200 AIRCRAFT

REF: STATE 179927 AND PREVIOUS

1. THERE HAVE BEEN A NUMBER OF DEVELOPMENTS IN PROPOSED
PURCHASE OF 727-200 AIRCRAFT FOR VIP USE. MESSRS. WIRZ AND
JENNINGS (BOEING CORP) HAD MEETING WITH PRESIDENCY SECRETARY
GENERAL EBOUA AND LATER WITH EMBASSY COMMERCIAL OFFICER AND
CHARGE
ON AUGUST 1.

2. WE UNDERSTAND THE NATURE OF THE PROBLEM IN THAT
PLANE DESIRED BY GURC AS NARROW PASSENGER DOORS PROHIBITING QUICK
CHANGE FOR EFFICIENT COMMERCIAL USE. IN ADDITION, PART OF LUGGAGE
SPACE WILL BE TAKEN UP BY SUPPLEMENTARY FUEL TANKS FOR INCREASED
RANGE. IN ORDER DEMONSTRATE OUR MAKING BEST EFFORTS TO OBTAIN
PLANE OF GURC CHOICE, WE ARE ATTEMPTING ASCERTAIN IF COMMERCIAL
FINANCING AVAILABLE WITHOUT EXIM PARTICIPATION. HOWEVER, ON
BASIS OF ABOVE, WE DUBIOUS ANYONE INTERESTED IN FINANCING
PLANE WHICH IS NOT FEASIBLE TO COMMERCIALLY OPERATE AND HAS
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DOUBTFUL RESALE VALUE.

3. BOUBA BELLO, ASSISTANT SECRETARY GENERAL IN THE PRESIDENCY,
CALLED ME EVENING OF AUGUST 1 TO LEARN CURRENT STATE OF PALY AS
GURC HAD TO SEND BOEING TELEGRAM ON ACCEPTANCE 727. I EXPLAINED
SITUATION AS OF THAT TIME, WHICH WAS PRIOR TO RECEIPT REFTTEL.
HE REQUESTED THAT I MAKE AN APPOINTMENT WITH SECRETARY GENERAL EBOUA

(FORMER PRESIDENT

CAMEROON AIRLINES) TO EXPLAIN SITUATION TO HIM. I HAVE DONE SO AND EXPECT TO SEE HIM SHORTLY. HOWEVER, REFTEL RAISES A POINT WHICH MAY BE CRITICAL IN MAKING THIS SALE OF AMERICAN EQUIPMENT AND THAT IS THAT GURC HAS DETERMINED THE TITLE OF THE AIRCRAFT WILL BE VESTED IN THE PRESIDENCY. THEREFORE, CONTRARY TO THE PRESIDENCY PAYING CAMAIR FOR CHARTER USE OF AIRCRAFT, IT PERHAPS WOULD BE MORE APPROPRIATE FOR CAMAIR TO REIMBURSE THE PRESIDENCY FOR COMMERCIAL USE OF AIRCRAFT. CONSEQUENTLY, I WOULD LIKE SOME INDICATION (IMMEDIATE-CONFIRMATION) THAT EXIM, ON PRESENTATION OF ADDITIONAL INFORMATION WITH RESPECT TO COMMERCIAL FEASIBILITY OF CAMAIR USE OF PLANE, WOULD BE WILLING TO CONSIDER FINANCING IF TITLE REMAINS IN THE PRESIDENCY.

4. ON BASIS CONVERSATION MESSRS. WITZ AND JENNINGS, IT IS MY INTENTION TO POINT OUT TO EBOUA THAT 707 AIRCRAFT WOULD PERHAPS BE BETTER SUITED FOR MULTI-PURPOSE UTILIZATION. WITH QUICK-CHANGE CARGO DOOR, VIP MODULES COULD BE INSTALLED TO MEET PRESIDENTIAL REQUIREMENTS AND PLANE COULD BE CONVERTED TO COMMERCIAL PASSENGER OR FREIGHT-HAULING USE, AS APPROPRIATE. MY UNDERSTANDING IS THAT DELIVERY TIME MIGHT BE A LITTLE LONGER THAN THAT PRICE WOULD BE \$2-4 MILLION MORE. HOWEVER, CAMAIR APPEARS TO HAVE UNDER CONSIDERATION THE PURCHASE OF AN ADDITIONAL 707 IN 1978/79. PURCHASE AT THIS TIME WITH EXIM FINANCING WOULD PERHAPS, DUE INFLATIONARY PRICE INCREASES, LIMITED OFFICIAL USE

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RESULT IN THEIR SAVING \$2-4 MILLION OVER WHAT PLANE WOULD COST IF THEY WAITED AN ADDITIONAL YEAR OR TWO TO ORDER.

5. I BELIEVE GURC HAS MADE A DEFINITE DETERMINATION THAT THEY ARE GOING TO PURCHASE A VIP AIRCRAFT FOR PRESIDENTIAL USE AND SINCE THAT DETERMINATION HAS BEEN MADE I WOULD HOPE THAT THE EMBASSY AND WASHINGTON AGENCIES WILL DO EVERYTHING THEY CAN TO FACILITATE SUBSTANTIAL SALE (\$18-22 MILLION) OF AIRCRAFT APPROPRIATE TO GURC NEEDS. THEY MAY HAVE ALTERNATIVES OF FOREIGN MANUFACTURE UNDER CONSIDERATION.

6. REQUEST IMMEDIATE RESPONSE WITH RESPECT POINT RAISED PARA 3 IN ORDER TO SO ADVISE EBOUA.
MITHOEFER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT SALES, BANK LOANS
Control Number: n/a
Copy: SINGLE
Sent Date: 02-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977YAOUND03357
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: YAOUNDE
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t197708103/aaaadkig.tel
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Message ID: 7a9e144f-c288-dd11-92da-001cc4696bcc
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Original Previous Classification: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Secure: OPEN
Status: NATIVE
Subject: EXIM SUPPORT FOR 727-200 AIRCRAFT
TAGS: EFIN, CM, XMB
To: STATE
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